

Message Text

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PAGE 01 ATHENS 06828 071521Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 071415Z JUL 76

FM AMEMBASSY ATHENS

TO USDOC WASHDC

INFO SECSTATE WASHDC 5366

AMCONSUL THESSALONIKI

UNCLAS ATHENS 6828

FOR DIB/OED STRAUSS LEON

E.O. 11652: N/A

TAGS: BEXP, GR

SUBJECT: SPECIAL TRADE OPPORTUNITY

1. EMBASSY WAS REQUESTED JULY 6 BY CONSTANTIN VARVOUTIS, LARGEST PRIVATE PRODUCER OF LIGNITE IN GREECE, TO ASSIST IN CONTACTING U.S. FIRMS WITH EXPERIENCE IN LATEST COAL AND LIGNITE TECHNOLOGY

2. VARVOUTIS OPERATES VIOLIGNITE AND AMYNTEION MINES WITH LIGNITE MINING INSTALLATION AT VEVI AND AMYNTEON IN NORTHERN GREECE TWO SITES HAVE VERIFIED LIGNITE DEPOSITS OF 40 MILLION TONS AND CURRENT

PRODUCTION CAPACITY OF 350,000 TONS PER YEAR. MINES NOW SELLING 150,000 TONS PER YEAR TO PUBLIC POWER CORPORATION AND LOCAL INDUSTRIES. BOTH MINES HAVE DIRECT RAILWAY CONNECTIONS TO PORT OF THESSALONIKI APPROX 150 KLMS DISTANT

3. VARVOUTIS HOPES TO INCREASE PRODUCTION AND IS INTERESTED IN NEW U.S. TECHNOLOGY FOR CONVERSION OF OIL-BASED INDUSTRIES TO LIGNITE. WOULD BE INTERESTED IN INITIALLY IMPORTING OR REPRESENTING U.S. MACHINERY AND POSSIBLY LATER MANUFACTURING UNDER LICENSE OR AS JOINT VENTURE. CONVERSION MACHINERY SHOULD BE SUITABLE FOR PLANTS PRODUCING QUICK LIME OR CERAMIC PRODUCTS, AND DISTILLERIES. VARVOUTIS ALSO INTERESTED IN NEW TECHNOLOGY FOR USE OF LIGNITE FOR OTHER PURPOSES, I.E. GASIFICATION, FERTILIZERS AND CHEMICAL PRODUCTS. VARVOUTIS WOULD CONSIDER
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CONSULTANT RELATIONSHIP WITH QUALIFIED U.S. FIRM

SPECIALIZING IN COAL AND LIGNITE TECHNOLOGY

4. VILIGNITE MINES ARE WELL ESTABLISHED LIGNITE PRODUCES
SECOND ONLY TO GOVERNMENT CONTROLLED PUBLIC POWER CORPORATION.
INTERESTED FIRMS SHOULD CONTACT CONSTANTINE G. VARVOUTIS,
OMIROU 58, ATHENS 135 (TEL: 609451-53)
KUBISCH

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NNN

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